



Ford President Harold Poling, left, and UAW President Owen Bieber congratulate each other on signing an agreement

GM-UAW pact wins early praise

Even union dissidents predict membership approval

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — The UAW General Motors council, made up of 300 local union leaders, is meeting in Chicago this morning to review the tentative three-year agreement with GM announced last Thursday.

Although no official details have been released, a UAW source said the pact "has no major departures from the Ford agreement."

Even union dissidents said the membership is likely to ratify the contract, despite significant vetoes from skilled tradesmen who believe new work rules will proliferate under the new pact.

However, local union leaders had not seen the contract by Friday, and more opposition could surface as details come to light.

The 50,000 workers at plants slated for closure might also present a problem to ratification, unless they are placated by a beefed-up voluntary retirement plan reportedly included in the new pact.

Tracking the Ford contract, the GM pact would

guarantee the jobs of its entire workforce except workers at plants already slated for closing.

About 300,000 workers would be protected for three years against layoffs for any reasons except volume losses due to poor sales.

The tentative pact also would give GM workers a 3-percent wage increase in the first year and lump-sum bonuses of 3 percent in the second and third years. The profit sharing would track Ford's, the cost-of-living allowance formula would be maintained, and pensions would be improved.

Following Ford's lead under the new agreement, GM is expected to press for work-rule changes on a plant-by-plant basis.

The speed of contract negotiations amazed — and in some cases dismayed — industry observers. The rapid progress defied the widespread belief that an inevitable and bitter confrontation between the union and GM had been building for months.

The UAW and GM began intensive bargaining toward the pattern agreement only after the new contract with Ford was signed last Monday. Three days later, they announced a tentative settlement.

But as recently as last Tuesday, GM Chairman

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UAW and GM executives celebrate reaching a tentative three-year agreement

RUSSELL MARSHALL

Texas dealers fight Jeep-Eagle contract

By Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTER

Thirty former American Motors dealers in Texas filed a complaint with the state, charging that Chrysler's plan to terminate their franchise agreements is illegal under state law.

Meanwhile, the movement against the replacement Jeep-Eagle franchise agreement picked up further steam last week as Chrysler Motors dealers in the Washington area joined the dealer protest. Controversy has mounted since the National Automobile Dealers Association in August protested a clause in the agreement calling for mandatory binding arbitration to settle disputes between dealers and manufacturer.

NADA Executive Vice President Frank E. McCarthy said Thursday the association has requested a meeting with Chrysler and that the company indicated a willingness to meet. McCarthy said he expected the meeting to be held this week.

Members of the Automotive Trade Association, National Capital Area added their support to NADA's efforts to negotiate with Chrysler to develop a new agreement without a mandatory binding arbitration clause.

The dealers there join those of the Texas Automobile Dealers Association, which advised Jeep-Eagle dealers to seek legal counsel before signing the franchise agreement. The New Jersey Automobile Dealers Association also met with its membership to discuss the contract.

More than 30 former AMC dealers filed a protest Oct. 2 with the Texas Motor Vehicle Commission charging Chrysler has not complied with franchise termination provisions under Texas law.

More than 40 of the 69 former AMC-Jeep-Renault dealers in Texas were notified by Chrysler that their AMC franchise agreements will terminate Dec. 31, 1987, according to Gene N. Fondren, president of the Texas dealer group.

Those dealers are franchised with AMC under an agreement that says termination is possible with 30 days' notice if dealers are offered a new agreement, Fondren said. Not all AMC agreements have that clause.

However, Fondren said Texas law states that despite franchise language, a franchise agreement

may not be terminated unless a dealer and the commission have been given 60 days' notice.

In addition, if a protest is filed, the manufacturer must show good cause for the termination or it will be nullified.

Fondren said the motor vehicle commission will act following a show-cause hearing.

NADA says that requiring binding arbitration in any dispute between dealer and manufacturer circumvents state laws and the protection those statutes give dealers.

"This poses a potential threat to the franchise system," said Gerard N. Murphy, president of the Washington-area dealer association. "We would like to see Chrysler go back to the drawing board on this."

NADA has said that fighting the binding arbitration clause in the Jeep-Eagle contract is imperative because it may be applied in the future on a broader basis throughout the franchise system. General Motors' Saturn Corp. has a similar binding arbitration agreement.

H.G. Savoy, Chrysler Motors dealer operations services manager, said last Thursday that Chrysler has no plans to further amend the Jeep-Eagle franchise. Chrysler in September had revised the binding arbitration clause to say that rights granted under state laws will apply in the arbitration process.

Chrysler has described mandatory binding arbitration as "by far the most equitable and cost-effective method of settling disagreements." The company also disputes allegations that the clause may violate state laws. It said the provision is covered under the federal arbitration act.

Dealers in Texas, however, were told by their dealer association's legal counsel that nothing in the contract requires arbitrators to follow state law. According to Fondren, a 1984 U.S. Supreme Court decision states that the federal arbitration act pre-empts state law.

In addition, the Texas association criticized a clause that says if a dispute is determined "non-arbitrable," Michigan law will be followed.

According to Fondren, the clause does not define "non-arbitrable." Texas dealers also object to the change of venue outside Texas, he said.

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Foreign group buys 5-point U.S. dealership

By Michelle Krebs and Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTERS

Foreign investors, who have been buying up U.S. hotels, casinos and office buildings, have widened their focus to another piece of lucrative U.S. real estate — car dealerships.

Most recently, Currie Motor Group, the U.S. division of Cursin Investment Ltd., United Kingdom, closed on the purchase of a five-point dealership located 35 miles northwest of Chicago, bringing to 14 the number of new- and used-vehicle dealerships owned by the British firm.

Currie Motor Group purchased Heritage Auto Village in Elgin, Ill., for an undisclosed amount. The deal included five stores on the nearly 10-acre complex. Mike McGrath, Heritage owner, retained a Chrysler-Plymouth outlet. The locations that were sold handle Pontiac, GMC Truck, Mazda, Lincoln-Mercury and Subaru.

Cursin Investment owns several dealerships in the United Kingdom, and Currie Motor Group acquired its first U.S. dealership — a

Chrysler-Plymouth franchise — in 1981.

It has been building a small empire ever since and plans to expand even more. Saul Rosen, vice president of operations for the Currie Motor Group, said that restrictive franchising rules in the United Kingdom forced the firm to grow offshore. He said the United States, being the largest and richest vehicle market in the world, was the obvious choice.

The choice is obvious to other foreign investors, as well. Industry observers say the trend toward foreign ownership in U.S. dealerships has barely begun. Investors from Japan and other Pacific Rim nations as well as Europe have landed on U.S. shores recently and are actively shopping for dealerships.

The interest in U.S. dealerships is heightened by currency exchange rates that make the United States more attractive for investment than their homelands.

Lex Service PLC, also of the United Kingdom, announced earlier this year that it planned to enter the U.S. car market through acquisition

of a U.S. megadealer and expand from there.

Lex is a \$1.8 billion publicly held British automotive and electronics group and one of the largest car retailers in the world. The company, which has established its U.S. beachhead in San Francisco, has said it is interested in buying a multi-point dealership with sales of \$100 million to \$150 million. It then plans to build a U.S. network with volume of at least \$500 million, which would make it one of the biggest dealer groups in the country.

David Beck, president of Lex North America Automotive Inc., said the firm is actively looking for a dealership, but no timeframe has been set for such an acquisition.

James Jones, executive director of Action Brokers & Management Consultants in California, said he has put together one deal involving foreign investors and is working with investors from Japan, Germany and England interested in purchasing dealerships. He declined to reveal the identities of his clients.

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SALES

DOMESTIC CAR SALES

	Sept. 21, 1987	Sept. 30, 1987	Sept. 21, 1986	Sept. 30, 1986	Sept. 21, 1987	Sept. 30, 1987	Sept. 21, 1986	Sept. 30, 1986
Alliance	913	4,195	1,913	10,147	20,583	51,354		
Eagle	145	354	245	968	3,045	5,717		
Total Eagle	1,058	4,549	2,158	11,115	23,628	57,071		
Horizon	196	3,585	531	9,800	38,803	85,332		
Sundance	2,332	1,357	5,643	2,904	60,438	5,698		
Turismo	521	2,149	1,259	7,500	15,889	38,723		
Reliant	4,888	4,057	10,872	11,515	74,886	99,088		
Caravelle	1,350	1,516	2,937	4,418	28,571	29,843		
Gran Fury	301	796	618	2,064	5,951	13,602		
Total Plymouth	9,598	13,480	21,880	38,201	224,538	272,286		
Laser	0	994	0	3,766	4,308	24,029		
LeBaron K	1,679	2,719	4,110	10,615	45,096	76,923		
LeBaron J	5,074	0	10,596	0	59,773	0		
LeBaron GTS	1,143	3,204	2,360	9,808	25,380	83,776		
Fifth Avenue	3,049	4,868	9,984	15,224	39,623	85,114		
New Yorker C	89	0	95	0	95	0		
New Yorker E	1,701	2,390	4,218	7,979	43,288	44,645		
Total Chrysler	12,735	14,165	28,363	47,395	217,563	296,481		
Omni	238	3,233	541	9,499	31,339	74,801		
Shadow	2,433	1,020	5,777	2,408	60,540	5,101		
Charger	454	2,531	1,164	8,528	17,065	42,540		
Daytona	2,024	1,089	4,466	4,515	29,487	32,190		
Aries	4,034	3,883	9,729	10,449	70,693	77,583		
Lancer	641	2,140	1,480	6,867	19,052	38,900		
Diplomat	458	1,916	1,076	5,283	9,380	27,155		
Dynasty	33	0	33	0	33	0		
Dodge 600	1,192	2,252	2,620	7,306	27,460	50,489		
Total Dodge	11,507	18,064	26,886	54,855	265,048	348,739		
CHRYSLER MOTORS	34,898	50,238	79,267	151,566	730,778	964,577		
Escort	19,721	12,377	41,188	47,488	305,640	312,822		
Mustang	5,720	5,168	12,557	17,412	135,632	139,939		
Tempo	4,295	7,817	11,015	30,584	171,444	202,183		
Taurus	17,395	8,561	35,557	23,529	274,561	161,104		
Thunderbird	6,023	4,643	13,955	18,929	102,629	116,575		
LTD	0	893	0	1,301	0	23,587		
Crown Victoria	4,347	3,530	8,851	10,374	91,583	99,951		
Total Ford Div.	57,501	42,988	123,123	149,617	1,081,489	1,056,141		
Lincoln	3,587	2,353	8,125	8,595	54,377	52,734		
Topaz	1,485	1,782	3,658	6,432	50,419	50,196		
Sable	4,786	3,352	11,126	8,672	78,934	68,133		
Cougar	5,068	3,969	11,375	16,405	88,564	101,354		
Capri	0	434	0	1,726	0	10,689		
Marquis	0	370	0	619	0	10,180		
Grand Marquis	3,887	3,532	8,875	10,363	86,388	89,042		
Total Mercury	18,823	15,792	49,160	52,812	361,180	382,328		
Continental	234	729	618	1,781	10,134	14,229		
Lincoln	5,053	5,401	11,749	13,002	92,357	89,447		
Mark VII	995	875	2,427	2,397	20,224	15,911		
Total Lincoln	6,282	7,105	14,794	17,180	122,715	119,587		
Total L-M Division	25,105	22,997	57,954	69,932	483,905	501,915		
FORD MOTOR CO.	82,606	65,886	181,077	219,609	1,565,394	1,558,058		
Skyhawk	1,902	2,181	3,940	10,356	29,928	80,403		
Skyhawk/Somerset	3,025	2,411	6,579	11,067	55,927	93,122		
Century	10,730	6,347	19,304	28,452	120,007	188,781		
Regal	1,841	2,137	4,077	8,883	39,865	63,804		
LeSabre	6,917	3,812	14,928	15,051	112,698	91,946		
Elan	4,157	2,647	8,497	9,595	60,005	85,085		
Riviera	390	1,053	947	4,035	13,845	17,299		
Total Buick	28,982	20,388	58,278	87,439	432,275	600,420		
Cimarron	489	1,041	1,130	3,848	10,503	19,287		
Allante	38	0	107	0	1,851	0		
Seville	421	1,374	1,023	3,862	15,862	14,708		
Cadillac	8,313	9,038	19,299	29,160	154,256	181,221		
Eldorado	650	1,300	1,401	4,339	15,258	18,937		
Total Cadillac	9,910	12,753	22,960	41,207	197,530	234,153		
Chevette	103	1,866	277	6,192	16,622	51,940		
Nova	5,152	6,548	12,682	34,594	121,547	151,390		
Cavalier	9,196	8,558	21,225	35,788	235,634	297,438		
Citation	0	0	0	0	0	1,025		
Camaro	3,522	4,079	6,761	16,036	98,422	138,865		
Celebrity	10,445	8,487	21,044	39,137	240,829	318,128		
Corsica/Beretta	13,984	0	31,548	0	166,178	0		
Monte Carlo	1,952	3,830	4,701	16,970	48,440	91,215		
Chevrolet	6,843	8,577	16,930	22,046	140,304	177,409		
Corvette	580	932	1,411	2,975	18,463	26,224		
Total Chevrolet	51,777	40,975	116,579	173,738	1,085,439	1,253,634		
Firenza	1,031	996	1,998	4,066	13,402	28,995		
Calais	3,712	2,532	6,176	10,820	82,850	95,358		
Cutlass Ciera	11,008	8,598	24,564	37,568	198,624	263,694		
Cutlass Supreme	1,832	4,525	4,772	18,241	77,404	163,038		
Olds 88	4,889	10,474	12,835	44,994	136,767	213,625		
Olds 98	2,494	2,535	5,985	9,755	53,362	87,052		
Toronado	377	921	1,048	3,081	13,329	12,691		
Total Oldsmobile	25,343	30,581	59,379	128,505	575,758	864,453		
Fiero	1,013	1,986	2,082	8,015	36,131	57,315		
1000	58	537	133	2,236	4,815	15,382		
Scimitar	2,218	2,881	5,739	9,905	64,869	87,175		
Firebird	1,852	2,515	5,028	9,084	61,111	77,717		
Grand Am	5,151	6,205	11,807	15,544	162,374	151,563		
6000	4,855	6,800	10,359	28,876	92,478	158,040		
Gr. Prix/Bonn. G.	259	1,918	761	6,456	11,521	63,750		
Bonneville H.	4,575	728	10,424	911	75,935	911		
Paris/Safari	510	1,024	1,124	5,177	8,077	58,151		
Total Pontiac	20,491	24,594	48,037	86,188	517,131	669,984		
GENERAL MOTORS	138,483	129,291	307,233	519,077	2,309,113	3,622,644		
HONDA	11,240	11,172	23,628	23,431	234,467	152,902		
Civic	423	1,809	2,453	2,815	71,101	4,206		
Accord	10,817	9,363	21,175	20,616	163,366	148,696		
NISSAN	5,981	2,199	12,516	5,098	101,119	30,608		
JOYOTA	2,083	0	4,956	0	30,027	0		
VOLKSWAGEN	2,170	2,612	4,531	6,138	49,244	58,084		
DOMESTIC TOTAL	275,461	281,599	613,208	924,919	5,520,742	6,386,871		
IMPORT TOTAL			286,756	291,471	2,336,506	2,382,056		
INDUSTRY TOTAL			899,964	1,216,390	7,857,248	8,768,927		

Car sales dip 6% for model year; trucks climb to another record

By Joseph Bohn and Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTERS

DETROIT — Sales of U.S.-built and imported cars in the 1987 model year declined 6.04 percent from the total for the 1986 model year, but sales of domestic and imported trucks inched up slightly to set another record.

The total number of cars and trucks sold in the United States during the 1987 model year was 15,496,105, down 5.53 percent from 16,115,804 in the 1986 model year.

In the 1987 model year, car sales totaled 10,536,273 units, a decline of 6.04 percent or 677,035 from 11,213,308 in 1986. Slightly more than 30 percent of the 1987 deliveries were imports.

Truck sales reached new heights. They grew by 1.17 percent or 57,336 units in the 1987 model year.

Where the U.S. market was, September 1987

	Total Sales	Pct. of Total
SUBCOMPACT	85,315	9.40
COMPACT	146,865	16.32
INTERMEDIATE	258,336	28.71
STANDARD	118,512	13.17
SPECIALTY	4,180	0.46
IMPORT	286,756	31.86
TOTAL	899,964	100.00

Where the U.S. market was model year 1987

	Total Sales	Pct. of Total
SUBCOMPACT	1,050,253	9.97
COMPACT	1,988,215	18.87
INTERMEDIATE	2,756,107	26.16
STANDARD	1,471,834	13.97
SPECIALTY	74,073	0.70
IMPORT	3,195,791	30.33
TOTAL	10,536,273	100.00

Total sales of light, medium and heavy trucks were estimated at 4,959,832, up from 4,902,496 in the 1986 model year. Final figures from medium- and heavy-duty truck manufacturers were not available last Friday.

Car sales by U.S. automakers dropped 8.92 percent in the 1987

model year — Oct. 1, 1986 to Sept. 30, 1987. There were 7,340,482 U.S.-built cars delivered in the 1987 season vs. 8,059,039 in 1986.

Imported cars accounted for 30.33 percent of the U.S. market in the 1987 model year. A total of 3,195,791 foreign-built cars were sold, up from 3,154,269 in the 1986 model year.

In spite of the final infusion of incentives — low finance rates and rebates — only one of the Big 3 reported a sales gain in the 1987 model year. Ford Motor Co. dealers retailed 2,073,845 cars, an increase of 5.44 percent over last year's 1,966,829.

Sales of U.S.-built Honda and Nissan models grew in the 1987 model year. Honda's sales rose 93.62 percent, and Nissan's sales jumped 149.59 percent. Toyota, which started selling U.S.-built cars last December, sold 34,206 domestically produced cars.

General Motors and Chrysler Motors lost sales during the model year. GM's total of 3,719,267 was down 18.30 percent from 4,552,762 in the 1986 model year. Chrysler's sales dropped to 1,012,512, down 17.74 percent from 1,230,884. Volkswagen's sales declined 10 percent. Mazda began producing cars in the United States in September and reported no sales of U.S.-built cars for the 1987 model year.

The top three domestic nameplates in the 1987 model year had combined sales of more than one million units. They were Ford Escort, 394,999; Ford Taurus, 376,507; and Chevrolet Celebrity, 331,647.

Rounding out the top 10 domestics were: Chevrolet Cavalier, 295,316; Oldsmobile Cutlass Ciera, 264,850; Ford Tempo, 234,663; Honda Accord, 226,907; Pontiac Grand Am, 216,065; Chevrolet Caprice, 189,027; and Oldsmobile Delta 88, 184,402. The Accord total includes only U.S.-built models.

Chevrolet's Corsica/Beretta got off to a late start, but managed to capture 11th place with sales of 179,057 cars in the 1987 model year.

It was a good year for truck manufacturers. Light-truck sales set another record in the 1987 model year, their third straight, but domestic manufacturers are generally looking for a slight fall-off in the 1988 campaign.

The question of whether 1988 sets another record is purely technical. By everyone's account, it is still expected to be very good year, meaning a lot of profitability in the truck business — and 100,000 sales, more or less, aren't expected to make a great deal of difference to this 4.6 million-unit market.

It was an interesting model year from the respect that domestic truck companies checked the growth of the imports. The major domestic manufacturers accounted

U.S. CAR SALES BY MARKETING UNITS

	Sept. 1987	Sept. 1986	9 Mos. 1987	9 Mos. 1986
Alfa Romeo	449	989	5,024	5,890
American Honda	61,797	58,068	525,662	475,528
BMW	8,486	8,311	67,401	70,977
Buick	58,278	87,439	432,275	600,420
Cadillac	22,960	41,207	197,530	234,153
Chevrolet	134,933	196,825	1,190,076	1,382,568
Chrysler	29,205	47,724	226,798	286,844
Dodge	32,243	62,950	311,392	402,082
Eagle	3,331	11,939	33,121	60,511
Ford	129,008	149,617	1,097,903	1,056,141
Hyundai	21,099	20,192	205,477	112,967
Isuzu	3,424	3,000	30,603	24,664
Jaguar	2,192	2,063	16,340	17,388

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for 80.33 percent of the light-truck market, exactly identical to their year-earlier share.

Ford had the industry's top-selling vehicle with its F-series pickup, which accounted for 519,704 model-year sales, down slightly from 544,191 last year.

Chrysler had the biggest gain among domestic companies. Its sales of 703,894 trucks were up 25.38 percent from the 1986 model last year and topped the company's previous high of 608,364 set in 1985. Ford light-truck sales were up slightly, and GM was down 8.70 percent.

Chrysler's Jeep operations reported a record 210,076 sales, slightly ahead of last year's 109,842, the previous high.

Imported trucks amassed a record 910,683 sales, up from their previous high of 901,500 in the 1986 model year.

Among importers, Isuzu, Mitsubishi and Suzuki all posted new highs, while the major imported truck marketers, Toyota, Nissan and Mazda, had fall offs from 1986.

September sales of domestic and imported cars trailed the year-ago total, despite a slight surge for the domestics in the final 10-day period.

The month's sales fell to 899,964, a drop of 26.01 percent from a year ago, when 1,216,390 cars were delivered. Domestic-car manufacturers sold 613,208 cars compared

with 924,919 a year ago. Sales dropped off 33.70 percent. The import total also dipped. Imported-car sales were 286,756, down 1.62 percent from 291,471 last year.

The Big 3 reported September sales declines of 18 percent to 48 percent. Ford's deliveries were down 17.55 percent. GM sales declined 40.81 percent, and Chrysler's September sales, which included Jeep-Eagle Division, plunged 47.70 percent compared to last year.

Honda's sales edged up less than 1 percent for the month; Nissan reported a 145.51 percent gain because the Smyrna, Tenn., plant had just resumed production a year ago. Volkswagen's U.S.-built car sales dropped 26.18 percent for the month. Toyota, which was not making cars in the U.S. last September, sold 4,956 this year.

The imports took 31.86 percent of the September market. Domestic shares were: GM, 34.14 percent; Ford, 20.12 percent; Chrysler, 8.81 percent; Honda, 2.63 percent; Nissan, 1.39 percent; Toyota, 0.55 percent; and Volkswagen, 0.50 percent.

The Big 3's incentives helped boost Sept. 21-30 sales 5.30 percent for the domestics.

The total for the third 10-day period was 275,461, up from 261,598 a year ago. But there was one more selling day this year, so the daily selling rate dropped to 30,607 from last year's average of 32,700.

Ford, GM, Honda and Nissan sales numbers rose in the final 10 days.

Ford's sales were up 25.38 percent; GM sales edged up 5.56 percent; Chrysler's sales fell off 30.53 percent.

Honda delivered 32 more cars than it did a year ago and Nissan sold 5,981 cars for a 171.99 percent increase over the Sept. 21-30 period. Volkswagen's U.S. built 10-day sales were off 22.83 percent.

Nine-month car sales in the United States were 7,857,248, down 10.39 percent from last year's 8,768,927.

Domestic car sales were down 13.56 percent and import sales were down 1.91 percent.

For the first nine months, U.S. automakers sold 5,528,742 cars compared with 6,386,671 last year. Import-car sales for the first three quarters of calendar 1987 were 2,336,506 compared with 2,382,056 in the same period a year ago.

Among the domestic automakers, Ford's year-to-date sales were up 7,338 units or 0.47 percent compared with last year's first nine months. Nissan reported a 230.37 percent increase in U.S.-built car sales and Honda tallied a 53.34 percent sales gain.

GM's sales declined 22.46 percent, and Chrysler's sales dropped off 24.51 percent. Volkswagen reported a 14.19 percent downturn.

DOMESTIC MODEL YEAR CAR SALES

	1987	1986
Alliance/Encore...	34,838	73,260
Eagle...	4,567	8,988
Total Eagle...	39,405	82,257
Horizon...	64,563	100,968
Sundance...	75,080	5,696
Turismo...	21,906	47,464
Reliant...	105,841	131,372
Caravelle...	37,866	39,331
Gran Fury...	9,792	15,944
Total Plymouth...	315,050	340,777
Laser...	8,041	31,458
LeBaron K...	59,934	97,450
LeBaron J...	80,604	0
LeBaron GTS...	38,594	71,542
Fifth Avenue...	61,406	110,639
New Yorker C...	95	0
New Yorker E...	56,296	59,455
Total Chrysler...	284,970	370,544
Omni...	54,172	88,087
Shadow...	75,579	5,101
Charger...	24,721	51,933
Daytona...	33,065	40,504
Aries...	101,161	104,572
Lancer...	26,148	50,511
Diplomat...	16,881	33,310
Dynasty...	33	0
Dodge 600...	39,327	63,288
Total Dodge...	373,067	437,306
CHRYSLER MTRS.	1,012,512	1,230,884
EXP...	0	626
Escort...	394,999	415,521
Mustang...	163,392	175,596
Tempo...	234,663	251,618
Taurus...	376,907	165,160
Thunderbird...	126,767	144,577
LTD...	0	50,717
Crown Victoria...	125,761	128,280
Total Ford Div...	1,422,489	1,332,097
Lynx/Tracer...	67,140	71,753
Topaz...	67,722	62,089
Sable...	109,394	70,563
Cougar...	101,480	121,972
Capri...	1,958	13,358
Marquis...	0	22,652
Grand Marquis...	122,950	112,225
Total Mercury...	470,644	474,612
Continental...	16,534	19,812
Lincoln...	136,085	119,180
Mark VII...	28,093	20,328
Total Lincoln...	180,712	159,320
Total L-M...	651,356	633,932
FORD MTR. CO.	2,073,845	1,966,029
Skyhawk...	44,431	77,966
Skyline...	0	1,341
Somerset Regal...	74,549	113,862
Century...	171,973	239,278
Regal...	54,401	82,904
LeSabre...	153,158	104,570
Electra...	82,939	111,245
Riviera...	19,838	25,835
Total Buick...	601,289	757,001
Cimarron...	14,651	24,209
Allante...	1,651	0
Seville...	22,304	20,539
Cadillac...	208,241	225,894
Eldorado...	20,587	29,411
Total Cadillac...	267,434	300,053
Chevette...	39,071	75,761
Nova...	140,664	170,661
Cavalier...	295,316	386,258
Citation...	0	2,464
Camaro...	122,761	173,674
Celebrity...	331,647	395,860
Corsica/Beretta...	179,057	0
Monte Carlo...	68,472	117,671
Chevrolet...	189,027	228,706
Corvette...	25,266	35,969
Total Chevrolet...	1,391,281	1,587,024
Firenza...	18,520	39,212
Calais...	103,510	119,740
Cutlass Ciera...	264,860	330,572
Cutlass Supreme...	106,303	202,158
Olds 88...	184,402	241,417
Olds 98...	75,680	116,615
Toronado...	17,400	18,105
Total Oldsmobile...	770,675	1,067,819
Piero...	47,156	71,283
1000...	7,582	20,066
Sunbird...	81,930	109,807
Firebird...	77,635	96,208
Grand Am...	216,065	190,994
8000...	133,881	196,209
Gr. Prix/Bonn. G...	18,827	82,478
Bonneville H...	93,585	911
Paris/Safari...	11,927	72,909
Total Pontiac...	688,588	840,865
GENERAL MTRS.	3,719,267	4,552,762
HONDA...	316,812	183,629
Chic...	89,905	4,206
Accord...	226,907	179,423
NISSAN...	123,113	49,325
TOYOTA...	34,206	0
VOLKSWAGEN...	60,727	76,410
DOMESTIC TOTAL	7,340,482	8,059,036
IMPORT TOTAL	3,195,791	3,154,290
INDUSTRY TOTAL	10,536,273	11,213,326

NHTSA cites 3 cases in X-car appeal

By Helen Kahn
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — NHTSA is using three sample consumer complaints out of thousands about "premature rear brake lock-up" in General Motors X-cars on dry roads to rebut GM's defense that "all cars skid."

The agency is pressing its appeal of a court decision favorable to GM in the case involving 1980 X-cars.

The X-cars, which are no longer built, were Chevrolet Citation, Pontiac Phoenix, Oldsmobile Omega and Buick Skylark.

The latest government reply brief noted that the three complaints were made well before any NHTSA announcement of its lawsuit on the alleged brake defect or adverse news stories.

The brief counters GM claims that expert testimony from NHTSA supported GM's position that its early X-cars were no different than similar models offered by other manufacturers. It also accuses GM of obfuscation and bad faith, specifically in charges that GM received different treatment than the agency gives other automakers.

GM Chairman Roger B. Smith, in town for a 1988-model showing to Congress on the day of oral argument of the X-car case, compared the X-cars with the Corvair. It was a design, he said, that was vindicated after the car had gone out of production.

"We'll be vindicated on the X-car, but the X-car is gone," he said.

An NHTSA official, who asked not to be named, disagreed. Rather, he said he feared that the 1980 X-cars may all be junked if the appellate court takes as long to rule as U.S. District Judge Thomas Penfield Jackson did. Jackson took more than two years, and then reached what the government thinks is the wrong decision.

During oral argument before the appellate court, Douglas Letter, speaking for the Justice Department and NHTSA, said Jackson's decision did not follow court precedent allowing consumer complaints to show a "performance defect" without any necessary explanation of the technical cause.

That rests on three early GM defect cases — Kelsey-Hayes wheels, pittman arms and the Quadrajet carburetor — all of which GM lost.

The government contends the real-life experience mirrors GM's own document trail of complaints from its professional test drivers to high GM officials before GM started producing the early front-drive vehicles.

Thomas Gottschalk, of Kirkland and Ellis, speaking for GM, claimed that no government engineer could show that complaining consumers had not skidded on a slick road covered with oil or on a road not properly maintained.

He added that GM's two early recalls were efforts to improve brakes but were not evidence of a defect. Finally, the "surge" in consumer complaints to NHTSA resulted from "intense, massive and adverse" publicity, he said.

The government responded that half the consumers complaining after the publicity had complained before the television coverage.

The three-judge appellate panel consisted of Judges Harry T. Edwards, Douglas H. Ginsburg and Kenneth W. Starr.

MODEL YEAR SALES: LIGHT DUTY TRUCK

	1987	1986
Vans...	180,166	175,103
Aerostar...	163,898	133,628
Club Wagon...	27,420	26,548
Ranger...	293,333	284,316
Bronco...	48,718	51,649
Bronco II...	117,135	109,245
Pickups...	519,704	544,191
Ford...	1,356,374	1,324,686
Vans...	110,525	140,118
Sportswan...	12,015	17,051
Astro...	149,977	139,041
S-10...	216,693	215,201
S-10 Blazer...	153,436	186,891
El Camino...	15,626	23,767
Blazer...	30,304	46,362
Suburban...	54,828	62,848
Pickups...	405,722	442,580
Chevrolet...	1,149,126	1,273,859
Vans...	68,324	71,975
Ram Wagon...	31,342	41,028
Voyager...	130,245	108,284
Caravan...	138,380	114,332
Mini Ram Van...	13,472	15,731
Ram 50...	76,913	72,629
Raider...	18,962	1,066
Ramcharger...	22,828	21,744
Dakota...	104,865	4,533
Pickups...	98,563	110,094
Chrysler...	703,894	561,416
Vans...	37,699	39,099
Safari...	31,844	29,743
S-15...	47,239	49,139
S-15 Jimmy...	36,625	43,710
Jimmy...	8,321	9,686
Caballero...	1,882	2,795
Suburban...	18,886	19,287
Pickups...	109,980	114,115
P Model...	5,435	4,158
W-4...	1,522	992
GMC...	299,433	312,724
Wrangler/CJ...	31,192	36,247
Wagoner...	14,001	12,941
Cherokee...	108,951	109,149
Grand Wagoner...	15,965	17,060
Comanche...	38,613	32,657
J-10/J-20...	1,354	1,788
Jeep...	210,876	289,842
Toyota...	329,647	377,451
Nissan...	214,573	220,128
Mazda...	139,390	148,570
Isuzu...	92,896	85,061
Mitsubishi...	49,553	31,636
Suzuki...	80,745	34,892
Subaru...	2,330	3,760
Range Rover...	1,549	0
Imports...	918,983	961,960
Industry Total	4,629,566	4,884,821

LIGHT-DUTY TRUCK SALES

	Sept. 1987	Sept. 1986	9 Mos. 1987	9 Mos. 1986
Vans	16,808	15,984	140,609	134,838
Aerostar	12,363	11,835	124,610	110,761
Club Wagon	1,491	1,555	19,741	19,695
Ranger	19,091	25,874	240,796	216,953
Bronco	4,098	5,097	36,407	37,277
Bronco II	10,733	14,418	92,347	78,232
Pickups	45,288	73,052	403,720	428,985
Ford	109,872	147,815	1,050,230	1,026,741
Vans	8,157	16,628	83,041	107,493
Sportswan	777	1,057	9,067	12,666
Astro	9,421	9,521	112,340	110,295
S-10	18,893	23,813	178,445	165,168
S-10 Blazer	18,637	20,691	122,659	129,043
El Camino	1,521	2,765	11,596	17,478
Blazer	2,379	5,715	22,003	33,592
Suburban	3,873	8,385	41,873	48,271
Pickups	33,167	55,508	313,905	351,234
Chevrolet	96,825	144,083	894,929	975,240
Vans	4,315	6,624	52,447	57,829
Ram Wagon	2,243	3,480	23,595	32,096
Voyager	10,820	7,885	102,230	82,068
Caravan	12,062	9,147	108,943	86,527
Mini Ram Van	1,050	1,083	10,261	11,376
Ram 50	6,054	7,286	53,529	55,322
Raider	2,030	978	15,260	1,066
Ramcharger	1,979	2,616	18,193	18,371
Dakota	8,827	2,788	80,353	4,533
Pickups	8,071	13,941	73,065	80,953
Chrysler	57,451	55,828	537,876	430,141
Vans	2,423	4,694	28,403	30,326
Safari	1,862	1,897	23,863	23,197
S-15	4,681	4,934	39,179	38,024
S-15 Jimmy	4,100	4,966	28,786	31,188
Jimmy	587	1,359	5,966	7,635
Caballero	165	274	1,440	2,100
Suburban	1,103	2,429	13,855	14,960
Pickups	8,779	13,634	86,144	88,963
P Model	412	267	4,053	3,283
W-4	152	114	1,142	912
GMC	24,264	34,568	232,841	239,988
Wrangler/CJ	2,040	2,934	21,838	25,913
Wagoner	1,075	1,683	9,359	8,208
Cherokee	9,081	12,856	78,691	76,965
Grand Wagoner	1,003	1,826	9,754	10,993
Comanche	3,034	4,176	29,288	24,108
J-10/J-20	73	142	1,114	1,275
Jeep	16,306	23,417	150,824	147,462
Toyota	25,275	32,352	238,023	292,526
Nissan	18,732	22,916	167,129	175,962
Mazda	8,261	18,430	100,701	118,438
Isuzu	7,931	8,623	59,526	65,350
Mitsubishi	4,433	2,891	38,454	23,886
Suzuki	6,077	3,709	65,259	32,246
Subaru	85	570	1,203	3,015
Range Rover	248	0	1,540	0
Imports	71,842	86,281	661,844	711,423
Industry Total	376,798	486,982	3,855,744	3,530,996

Compiled by Karen O'Connell

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Oct. 13 — Aptco Auto Auction, Taylor, Mich., and Statesville Auto Auction, Statesville, N.C.

Oct. 14 — Columbus Auto Auction, Columbus, Ohio

Oct. 15 — Corry Auto Auction, Corry, Pa.

Oct. 20 — D-A Auto Auction, New Stanton, Pa.

Chrysler Motors

Oct. 13 — American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Golden Gate Auto Auction, Fremont, Calif.; Hatfield Auto Auction, Hatfield, Pa.; and Dallas Auto Auction, Grand Prairie, Texas

Oct. 14 — Southwest Auto Auction, Phoenix, Ariz.; Butler Auto Auction, Gibsonia, Pa.; and Minneapolis Auto Auction, Plymouth, Minn.

Oct. 15 — Clanton's Auto Auction, Darlington, S.C.; Northway Exchange, Clifton Park, N.Y.; and Indianapolis Auto Auction, Indianapolis

Ford Motor Co.

Oct. 14 — Atlanta Auto Auction, Red Oak, Ga., and Concord Auto Auction, Acton, Mass.

Oct. 15 — Dallas Auto Auction, Grand Prairie, Texas; Baltimore-Washington Auto Exchange, Baltimore; Southwest Auto Auction, Phoenix, Ariz.; Bay Cities Auto Auction Inc., Hayward, Calif.; and 166 Auto Auction, Springfield, Mo.

Oct. 21 — Columbus Fair Auto Auction, Obetz, Ohio; Lakeland Auto Auction, Lakeland, Fla.; Southern California Auto Auction, Fontana, Calif.; and Salt Lake Auto Auction, Salt Lake City

Oct. 22 — Greater Chicago Auto Auction, Chicago; Denver Auto Auction, Aurora, Colo.; and Skyline Auto Exchange, Fairfield, N.J.

Oct. 27 — South Seattle Auto Auction, Kent, Wash.

Oct. 28 — Northway Auto Auction, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

Oct. 29 — Houston Predelivery Center, Houston; Bay Cities Auto Auction Inc., Hayward, Calif., and St. Louis Auto Auction, Bridgeton, Mo.

General Motors

Oct. 13 — Florida Auto Auction of Orlando, Ocoee, Fla.

Used Car Sales

Auction Averages

Oct. to date	\$6,029
Month ago	\$6,054
Year ago	\$5,235

Model Breakdown

Auction Averages

	OCT 1987	SEP 1987	AUG 1987
1987	\$11,339	\$11,357	\$11,726
1986	\$8,778	\$8,808	\$8,934
1985	\$7,302	\$7,321	\$7,385
1984	\$5,749	\$5,764	\$5,754
1983	\$4,932	\$4,940	\$5,016
1982	\$3,591	\$3,607	\$3,648
1981	\$2,566	\$2,583	\$2,632
1980	\$2,036	\$2,044	\$2,072
Overall Average	\$6,029	\$6,043	\$6,070

Oct. 14 — Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Oct. 15 — Butler Auto Auction, Gibsonia, Pa.; Denver Auto Auction, Englewood, Colo.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; and Nashville Auto Auction, Nashville, Tenn.

Oct. 20 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and South Seattle Auto Auction, Kent, Wash.

Oct. 21 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis; and Omaha Auto Auction, Omaha, Neb.

Oct. 22 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

Oct. 27 — Harrisonburg Auto Auction, Harrisonburg, Va.

Oct. 28 — Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

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Inventories lowest in 12 months

By Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — The Oct. 1 stockpile of U.S.-built cars was the leanest in 12 months, but the days' supply could not match last October's 35-day supply, lowest in 14 years.

Nor could it match Oct. 1 two years ago, when there was a 36-day supply of cars.

Stocks diminished during September to 1,396,454 cars on Oct. 1, a 57-day supply. That was 40,381 units lower than last month's 1,436,835, also a 57-day supply based on a slightly faster daily sales rate.

On Oct. 1, 1986, the stockpile was 1,291,280 unsold cars. Last year, U.S. carmakers had unusually effective incentives in place to clear stocks, so the Oct. 1 stockpile would have been sold in only 35 days. Chrysler Motors, General Motors and Ford Motor Co. were offering 2.4 or 2.9 percent financing rates — the first time they used such low rates to clear out inventories. American Motors promoted a 0.0 percent rate.

Two years ago, the Big 3 offered 7.5 or 7.7-percent financing.

This September's flurry of low-interest financing and rebates was part of continuing inducements from manufacturers, diluting their effectiveness. Some analysts and dealers suggest consumers were waiting for 1988 models to be introduced.

Ford had the leanest inventory of the Big 3, a 46-day supply on Oct. 1, compared with 51 days at the start of September. Chrysler's stocks were larger but its days' supply dropped to 79 days from last month's 83. GM's Oct. 1 unit count was down from last month's, but because of slack sales, GM was left with a 62-day supply vs. 59 days on Sept. 1.

Honda began October with an 11-day supply of U.S.-built cars compared with 8 days' worth a month earlier. Volkswagen's domestic-car stocks dipped 30.28 percent and resulted in a 57-day supply, down from 80 days last month.

Toyota's stock of U.S.-built cars was down by a third, leaving a 33-day supply vs. 66 days on Sept. 1. Nissan's inventory of U.S.-built cars dropped to a 29-day supply compared with last month's 38 days.

Companies shared the Oct. 1 inventory as follows: GM, 54.94 percent; Ford, 24.08 percent; Chrysler, 17.98 percent; Nissan, 1.02 percent; Honda, 0.77 percent; Volkswagen, 0.74 percent; and Toyota, 0.47 percent.

Last month, the shares were: GM, 54.80 percent; Ford, 24.94 percent; Chrysler, 16.67 percent; Nissan, 1.30 percent; Volkswagen, 1.03 percent; Honda, 0.64 percent; and Toyota, 0.62 percent.

The domestic shares by size class on Oct. 1 were: subcompact, 10.77 percent; compact, 22.74 percent; intermediate, 44.64 percent; standard, 20.45 percent; and specialty, which is made up of Allante, Corvette and Fiero, 1.40 percent.

Stocks of specialty-class cars grew in September. Cadillac's Allante inventories were equal to a 497-day supply, and Chevrolet Corvette had 155 days' worth. Pontiac Fiero unit count was down, but the days' supply was at 79 vs. 71 last month.

DOMESTIC DAYS' SUPPLIES

	Oct. 1, 1987	Sept. 1, 1987	Oct. 1, 1986
Allante	108	115	56
Eagle	208	157	38
Total Eagle	119	119	53
Horizon	112	28	30
Sundance	58	47	56
Turismo	44	59	30
Reliant	60	128	43
Caravelle	68	86	30
Gran Fury	74	51	40
Total Plymouth	62	74	37
Laser	0	0	53
LeBaron K	80	64	21
LeBaron J	91	87	0
LeBaron GTS	127	128	37
Fifth Avenue	72	67	35
New Yorker E	130	130	32
Total Chrysler	95	89	33
Omni	91	32	32
Shadow	80	50	60
Charger	43	61	27
Daytona	94	86	32
Aries	59	114	41
Lancer	147	122	42
Diplomat	91	53	40
Dodge 600	75	76	30
Total Dodge	73	78	36
CHRYSLER MTRS.	79	83	35
Escort	45	52	24
Mustang	53	45	28
Tempo	40	46	34
Taurus	47	54	62
Thunderbird	46	51	21
Crown Victoria	44	48	59
Total Ford Div.	46	51	34
Lynx	45	55	27
Topaz	55	62	45
Sable	55	71	48
Cougar	47	44	12
Capri	0	0	28
Grand Marquis	37	32	42
Total Mercury	47	52	31
Continental	44	45	49
Lincoln	46	48	39
Mark VII	43	48	50
Total Lincoln	46	48	42
Total L-M Division	47	51	34
FORD MOTOR CO.	46	51	34
Skyhawk	74	78	44
Skyline/Somers	71	74	47
Century	44	80	35
Regal	98	66	51
LeSabre	63	52	72
Electra	61	69	54
Riviera	54	60	39
Total Buick	60	67	48
Cimarron	66	54	29
Allante	497	199	0
Seville	83	71	38
Cadillac	53	44	33
Eldorado	63	49	27
Total Cadillac	58	47	33
Chevette	62	69	63
Nova	50	52	15
Cavalier	62	59	40
Camaro	80	66	50
Celebrity	84	70	27
Corsica/Beretta	52	57	0
Monte Carlo	151	116	38
Chevrolet	42	47	50
Corvette	155	110	62
Total Chevrolet	65	62	35
Firenza	67	106	40
Calais	57	43	34
Cutlass Ciera	34	47	23
Cutlass Supreme	116	88	32
Olds 88	62	40	25
Olds 98	59	48	47
Toronado	54	64	34
Total Oldsmobile	54	50	28
Fiero	79	71	50
1000	69	84	51
Sunbird	51	51	57
Firebird	67	52	44
Grand Am	77	45	36
6000	75	90	21
Gr. Prix/Bonn. G	94	109	44
Bonneville H	74	—	—
Paris/Safari	63	83	47
Total Pontiac	72	64	36
GENERAL MTRS.	62	59	36
HONDA	11	8	11
NISSAN	29	38	26
TOYOTA	33	86	0
VOLKSWAGEN	57	80	64
DOM. TOTAL	57	87	35

Burnley nominated to head DOT

WASHINGTON — James H. Burnley IV, who has been acting head of the Department of Transportation since the resignation of Elizabeth Dole last month, was nominated to succeed her as transportation secretary last week.

Dole resigned from the cabinet to assist her husband, Sen. Robert Dole, R-Kan., in his presidential bid.

Burnley, 39, has been deputy secretary since November 1983. He is expected to face some congressional opposition because of his confrontational approach to critics of the department's handling of aviation safety.

As deputy secretary, Burnley

was the top policy adviser to Dole and was the equivalent of a chief operating officer for DOT's 100,000 employees and \$26.5 billion budget. He joined DOT in early 1983 as general counsel, leaving a post as associate deputy attorney general in the Justice Department.

An attorney from Greensboro, N.C., Burnley served as a local campaign chairman for President Reagan in 1980. After the election, he was appointed director of Volunteers in Service to America.

The new deputy secretary is Mimi Weyforth Dawson, currently a commissioner of the Federal Communications Commission. Her husband, Rhett Dawson, is a chief

aide to former Sen. Howard K. Baker, President Reagan's chief of staff.

While Burnley has dealt with issues ranging from trucking deregulation to highway fund reauthorization, his stance toward critics of the nation's air safety angered senators who deal with aviation issues and may have contributed to the administration's delay in naming him to the top DOT post.

On CBS News' "Face the Nation" last May, Burnley accused critics of DOT's aviation safety record of talking "gibberish and nonsense" and frightening air travelers with "loose, quick, glib" comments.

GM-UAW

FROM PAGE 3

Roger Smith repeated that because of GM's high degree of vertical integration, it would need to modify the pattern set in the Ford contract. Meanwhile, local union leaders at GM and many in the rank-and-file had been saying for weeks they would accept nothing less than what Ford workers got.

At the same time, Wall Street analysts were maintaining that GM had to reject the Ford pattern or abandon its goals of world-class efficiency. Some said GM had to take a strike to prove to the financial community that it was serious about restructuring.

When the agreement was announced last Thursday — with the union claiming it "achieves all of our goals" and the company saying the contract could help it become more competitive, one seasoned observer in the International Union of Electronic Workers remarked that the entire process had been "masterful posturing" on the part of GM and the UAW.

GM workers got what they said they wanted all along — the same deal as Ford workers, he said.

Meanwhile, GM has an agreement it can maneuver with. As details of the Ford agreement have become available, it appears the new contract might not be the millstone analysts predicted it would be for GM. The company can still outsource when "practical," lay people off when sales are slow, sell plants and see its workforce shrink through attrition. That process will be hastened by improved pensions.

Thus it appears UAW President Owen Bieber got what he said he wanted when Ford was chosen as the target in late August: "an industry contract." Some local union leaders said, in fact, that the Ford contract was "cheaper" than it needed to be at Ford, precisely because it was designed with GM in mind.

A UAW source said the new contract "won't be that expensive for GM." He said GM had been pushing for special treatment for its component operations, but those demands "fell by the wayside."

Rather than face a costly strike, "they swallowed

the pill — and it won't be that big a pill. They will have to spend a little more for job protection than Ford," the source said.

Ford has committed \$500 million to back its Guaranteed Employment Numbers program. Published reports indicate GM will back its new job security program with a little more than the \$1 billion it set aside for the Job Opportunity Bank — its current safety net for laid-off workers.

But analysts unequivocally said any operational efficiencies GM might get out of a new contract are not enough. They say GM needs to "cut heads" by closing assembly plants and uncompetitive component plants.

Ron Glantz of Montgomery Securities called the tentative settlement "incremental bad news" for the company. He said he had already downgraded GM stock to "sell," based on its earnings estimate, before GM agreed to the new contract.

"If there were a category lower than sell, I'd use it. I'm sitting here figuring out how to downgrade my earnings estimate" for GM, Glantz said Friday.

GM President Roger Smith, who was present when the agreement was announced, said he was pleased the settlement had come "without a labor disruption. It's an important time for us this year for new models." He called the settlement "a good contract."

Union dissidents say the GM agreement will face some degree of opposition at the GM council and before the membership. Local union sources at Ford say several large skilled-trades units turned down the contract because they said it will result in work-rule changes including teamwork for skilled tradesmen. "The job guarantee is for three years, but the work-rule changes are forever," said a Ford local officer.

Dave Yettaw, president of UAW Local 599, which represents 15,000 workers at GM's Buick City complex, said "GM workers are going to be disillusioned" if job protection in their contract excludes the 50,000 to 70,000 people who are on layoff or slated to go on layoff because of plant closings.

DEALERSHIPS

FROM PAGE 3

Jones also said he knows of a U.S. citizen who is fronting for foreign investors in buying dealerships. He said that the individual's plan is to buy seven dealerships in the next two years.

"I see it becoming part of the industry either by the manufacturers or outside interests," he said. Jones predicts that in the next two years, foreigners will own 10 to 15 percent more dealerships than they do now.

Robert Monteith, of Robert Monteith and Associates, in Westlake Village, Calif., said that two West Coast dealers are seriously looking at selling their stores to Pacific Rim investors, though he would not name the parties.

Robert Johnson, formerly an employee of Lex, is president of York Associates on Long Island, a firm that represents foreign investors looking for dealerships.

"I know of 30 examples that I have come across of foreigners who have purchased dealerships," he said. The buyers are from the United Kingdom, Australia, Hong Kong, Germany, Lebanon and Saudi Arabia.

"I am aware of one overseas investment banker — a relatively well-known one — who wants to invest money in U.S. dealerships," Johnson added.

Most of the investors come in groups; some represent manufacturers, including foreign automobile manufacturers, though that may occur through a front person, the dealmakers say.

Generally, the investors are looking for large dealerships with annual sales from \$2 million to \$100 million or more. Almost always, they look only at dealerships in major metropolitan areas. And most often they want dealerships with more than one franchise — preferably a domestic as well as an import.

Lex, for example, is looking for a multi-point dealership that has a strong domestic franchise as well as imports, preferably an Asian and a European franchise, Beck said.

Monteith said the U.S. vehicle franchise system is ripe for foreign investment because investors see opportunity in the richest market in the world where the franchise

system is "antiquated." Real estate prices in many areas have skyrocketed and prices of dealerships have climbed; yet the traditional ways of financing dealerships remain unchanged.

Monteith pointed out that 10 years ago, a general manager or a general sales manager of a dealership, with \$50,000 dollars to invest, could borrow \$500,000 to buy his own single franchise.

"That kind of money won't even get him in the door today," said the former banker.

Monteith predicts a surge of foreign investment in U.S. dealerships in the next five years, as the present generation of dealers with large holdings ages and turns over its franchises to successors.

Some foreigners believe they can run the dealerships better and with bigger returns than can Americans.

"The feeling is we are not running dealerships the way they should be run, that we're not service-oriented," said Jones, of Action Brokers. "If they implement their own ideas into a dealership, they can make the move successful."

NADA

FROM PAGE 1

current First Vice President Jimmy C. Payton will succeed President James T. Caplinger at the Feb. 6-9 1988 NADA convention in San Francisco because that's the orderly way the NADA system works.

However, the real race will decide who will succeed Payton as first vice president, and thereby secure a place in the line of succession. The dealer elected first vice president will become president at the Feb. 11-14, 1989 convention in New Orleans until the Feb. 10-13, 1990 convention in Las Vegas.

Adcox, a 34-year Chevrolet dealer in Chattanooga, Tenn., and an NADA director for five years, believes the key campaign issues include dealers' rights in matters such as binding arbitration and marketing without factory intervention, as well as NADA's ability to take issue with the manufacturers when necessary.

Adcox said he prefers working quietly behind the scenes compared with fighting battles in the press. He said NADA has been able to accomplish things by open communications with manufacturers.

Banks, a 30-year Chevrolet-Cadillac dealer in Concord, N.H., and an 11-year NADA director, said the key issues facing NADA is the survival of the dealer in the face of "competition from overseas" and over-capacity of domestic manufacturers.

Banks, who once ran for Congress, said every dealer needs to be politically involved, that NADA "could get a little more attention" in "certain areas," and that he has a "new direction for NADA" that he intended to propose to the other directors this week.

Smith, a 30-year Kansas City (Mo.) Ford dealer, 7-year NADA director and former Region III vice president, said the key issue is improving NADA's ability to react quickly in daily business, particularly "when we have to put out fires."

Smith said he believes NADA needs to work publicly to call attention to issues and "in a quiet room" behind the scenes to solve the problem.

"I'm not one that tries to go out and beat the drum just to beat the drum," he said.

Tonkin, who operates nine stores and sells 13 makes in the Portland (Ore.) area, is a five-year NADA director and Region IV vice president, said the key issues "must unite dealers the way we've never been united before." He believes dealers have not been tough enough and should have a voice on the automaker's board of directors and in matters such as factory management/labor relations.

Tonkin, an outspoken critic of the current factory policy toward dealers, sent a tape of his 1987 Automotive News World Congress speech blasting those policies to each of the 58 NADA directors.

"There's no question that it's a real horse race," said NADA President Caplinger. "We have four good, strong candidates for the first time I can remember. I got a lot more mail than ever before, so that must mean there is more interest," he said.

"I don't think any of the candidates can win it on the first ballot," said James B. Wolfe, immediate past president and chairman of the nominating committee.

"It has been a spirited race," said Payton of the contest to name his successor. "There hasn't been any acrimony or anything like that, but I have received more mail from the candidates this year than ever before."

Although there is a similarity of opinion on key issues facing dealers, the way in which NADA and its paid staff deals with those issues, as well as day-to-day business, has itself become an issue.

Tonkin seems most likely to exert more control over the staff. He said that as president he might lease a Washington-area apartment to be a "full-speed-ahead and balls-out" leader. "The staff and leadership are there," Tonkin said. "It's just a matter of coordinating them."

Smith said officers "should not try to do the staff's job or vice versa." He said the staff is good enough so that the president doesn't have to get involved in operations. "We set the policy and the staff implements it."

Candidate Banks said one of the functions of officers is to "keep an eye on the bureaucracy" to keep it from getting out of hand. "The president and first vice president must express to the staff the will of the dealer



Caplinger: "There's no question that it's a real horse race. We have four good, strong candidates for the first time I can remember."

body," he said.

Adcox said the NADA staff has "the most competent people available" who do not make decisions without input from the officers, and he does not believe a president needs to relocate to Washington to run the staff.

NADA Executive Vice President Frank McCarthy said some presidents seem to be more present than others.

"I'm happy and the staff is happy to work with whoever is elected," said McCarthy. "I have one strong rule: The staff stays out of elections."

Although most staff members claimed no interest in the outcome of the election, it is clear there is awareness of the staff autonomy issue.

Said one NADA director who spoke on condition of anonymity: "The time will come when we'll need a strong leader to deal with the factories, the press and everybody," he said.

"The staff likes to run the show," he said, "and the weaker the guy (who is president), the better the staff likes it."

"Although nothing has been said directly about controlling the staff, I think the staff is afraid of Tonkin and is being very careful not to show it or to take sides," the director added.

"Maybe the staff is talking about it (the election) a little bit more than normal, but I don't think anybody is sitting back and quaking in his boots," said Stephen R. Pitt, executive director of convention and member services.

McCarthy is the ranking paid employee of NADA. Two years ago McCarthy reorganized the staff, putting attorney John J. Ferron immediately under him on the organizational chart as vice president. The 12 divisional executive directors then reported to Ferron, who reported to McCarthy.

However, earlier this year, McCarthy once again shuffled the deck and took away some of Ferron's power. Under the May reorganization, only five executive directors report to Ferron. The other seven now report directly to McCarthy.

"It in no way diminishes Jay's responsibility and authority," McCarthy said.

McCarthy said he and Ferron discussed the change for months before it was made, to smooth operations and make Ferron's job easier.

Still, the change is viewed by some as having divided the staff into pro-Ferron and pro-McCarthy sympathizers.

"If there is any staff divisiveness, I have not seen it," McCarthy said.

Ferron did not return several telephone calls last week.

The NADA executive committee took no official action to either initiate or ratify the latest shuffle, thereby giving a de facto blessing. Said one director who spoke on the condition of anonymity: "Frank has made some changes that put him back in charge completely. Jay was running his own bailiwick. He's pushier and likes to do things faster."

Said another director, who also requested his name not be used: "McCarthy did what was necessary."

Incoming president Payton perceives no staff split. "Jay's job is a new job, and the job description might be blurred. It might be necessary to adjust the job description as the job is molded."

The candidates in this month's election also supported McCarthy.

Despite the staff housekeeping issues and the positions of the various candidates, most directors publicly remain noncommittal. They will cast secret ballots to decide the winner from among the four. Therefore, it is virtually impossible to accurately predict the outcome of the election.

The whole matter could come down to something simple, said one veteran board member: "Sometimes you vote for the guy you just plain know the best, and more than likely he's a guy from your line group."

NICHE

FROM PAGE 1

buyers. In addition, the newcomers are filling a void left when the Japanese headed upscale.

Domestic bargains such as the Chevrolet Chevette also have left the scene. And, Chrysler Motors created an opening when it stopped production of the Omni-Horizon series for six months earlier this year.

The success of this year's new entries reflects the strength of the under-\$6000 market. As in the past, the entry-level segment has been anchored by young, first-time buyers. Another factor can be found in the changing circumstances surrounding the purchase of a family's second or third car, said Suzanne Kinsler, vice president for competitive assessment at Autofacts Inc., a forecasting firm in Paoli, Pa.

As car prices have risen and car loan maturities have been extended, it has become more difficult for many households to squeeze another car payment into the budget. "Once you get into the position where you are all borrowed out, those cars under \$6,000 are the only way these people can afford a car," Kinsler said.

Of this year's five new entries under \$6,000, only the Justy is built in Japan. The Fox comes from Brazil. The Precis (Mitsubishi's version of the Hyundai Excel), LeMans and Festiva are all produced in South Korea.

In buyers' minds, however, the source of the car appears to be fading as a concern. Hyundai, with its sudden success in the U.S. market over the last 18 months, gets a lot of credit for easing doubts about South Korea's merits as an auto producer.

As Hyundai has shown, it is not just the Japanese that have cornered a reputation for reliability, said George Peterson, president of the AutoPacific Group, Newport Beach, Calif. Customers feel that the Asian cars have intrinsic values that they don't perceive in domestic cars, he said.

Sourcing aside, it is still price that is drawing most buyers to these cars. The \$6,000 mark remains a threshold — as evidenced by the just-under-the-barrier price tags on the base Fox (\$5,990) and LeMans (\$5,995).

With a sea of manufacturers touting price, the net effect is a blur of images to the consumer, said Roger Lykins, sales analysis manager at Ford, whose Festiva starts at \$5,765. "It's not until you look at them (the cars) that you are going to make a discrimination between them."

And shoppers will find differences. Subaru's two-door Justy, for example, carries a 3-cylinder, 1.3-liter engine in its two models and tops out at \$6,295 before options. The four-cylinder, 1.6-liter LeMans, meanwhile, is available in two coupe and two sedan models and climbs to \$8,399. Options can push the price past \$10,000.

It's not unusual for a customer to wind up paying \$7,000 or more for a car they planned on spending \$5,900 for. Analysts say that the profits these cars bring automakers will be limited. And extensive advertising will further erode the bottom line.

But for Ford and Pontiac, the Festiva and LeMans help broaden product lineups and provide a chance to create brand loyalty.

Mitsubishi, saddled with Japanese export quotas, says its Korean-built Precis broad-

ens its dealers' line and gives them more units to sell. Subaru will be putting more emphasis on the Justy as it retreats from its troubled foray upscale.

Also, Japanese makers could mount a comeback in this niche. Honda is poised to sell a model below its Civic, and Nissan is preparing to bring in a Taiwan-built version of its 1.2-liter Micra. In December, Daihatsu will introduce its Charade minicar to the United States.

Here is a summary of how the five newest entries have performed so far:

FESTIVA: Ford staggered the launch of the Festiva in an effort to guarantee an adequate supply to its dealers. Sales have been climbing steadily since its West Coast introduction in April, and last month 5,885 Festivas were sold. With the launch concluding this month, Ford should have little trouble reaching its 1987 goal of 30,000 sales. Next year Ford expects 85,000.

Meanwhile, the Ford Escort has been able to hold its own alongside its new showroom partner. After the Festiva went on sale in California, Escort sales in the state rose 25 percent, said a spokesman. "We are finding a lot of people looking at Festiva and driving away in an Escort."

FOX: A launch slowed by a Brazilian strike could prevent Volkswagen from reaching its sales target of at least 40,000 sales in 1987. The company needs to close out the final quarter with more than 13,500 sales to reach its goal.

But aside from that early supply problem, the car has done all that has been expected. Monthly sales have averaged around 4,000 for six months straight. Inventories stand near the five-day level, and some dealers say they have been getting more than list price.

Volkswagen expects to sell 70,000 to 80,000 Foxes in the United States next year.

JUSTY: Subaru had hoped to chalk up at least 12,000 Justy sales in 1987 — and it could sneak past that mark now that supply problems have eased and shipments have been increased from 800 to more than 1,200 per month. Through September, 8,055 Justys had been sold. Next year, Subaru is looking at 30,000 sales.

Subaru's strategy is to put more emphasis on the lower end of its product lineup. A new national ad campaign will feature the four-wheel-drive version of the Justy, which goes on sale later this month.

LEMANS: Pontiac expects to sell 85,000 to 100,000 LeMans models in the 16 months between its June launch and the start of the 1989 model year. If August and September are any indication — U.S. sales averaged nearly 9,000 each month — Pontiac will surpass that goal easily.

The labor unrest in South Korea cost Pontiac three weeks of production at the Daewoo Motor Co. plant. LeMans supplies have fallen to 31-day levels.

PRECIS: Mitsubishi sold 16,047 Precis models between March and September and expects 25,000 sales for the year. With the South Korean labor crisis apparently settled, the company will attempt to keep the flow of cars steady at about 2,500 per month.

The Precis is in an unusual position: Through its 15 percent stake in Hyundai Motor Corp., Mitsubishi was able to secure 30,000 Hyundais a year and sell them under the Precis banner in the United States.

PROFITS

FROM PAGE 1

and models that provide high-volume sales or high per-car profit have been particularly hard hit.

Also, three plants that will produce the new GM10 mid-sized cars are on a slow acceleration schedule.

Ann Knight, auto analyst for PaineWebber Inc., said the third quarter will begin to show a squeeze on General Motors Acceptance Corp. earnings because of a rise in interest rates on the money that GMAC borrows.

For several years, GMAC's record earnings have boosted GM's overall earnings. Chrysler Financial Corp. and Ford Motor Credit Co. also are pressured by higher interest rates on borrowed money, but not to the same degree as GMAC, Knight said.

Ford is expected to earn roughly the same, or somewhat less, in this year's third quarter than it did last year. Based on the analysts'

forecasts, Ford will earn about \$660 million, compared to \$693 million in the year-ago quarter.

Analysts said Ford's earnings were diminished by the company's recall of 4.3 million vehicles to install equipment to lessen the possibility of fires.

Chrysler is expected to report earnings of about \$235 million. That compares with year-ago third-quarter earnings of \$324 million.

Chrysler's third-quarter results this year include earnings from American Motors. Chrysler's acquisition of AMC was finalized during the quarter. Chrysler's year-ago figures do not include AMC, which lost \$40 million in the third quarter of 1986.

Analysts said Chrysler earnings were reduced by the costs of its end-of-model-year incentive program, lower sales and a six-day strike by the Canadian Auto Workers union, which forced the shutdown of some facilities in the United States as well.

PRODUCTION

U.S. CAR	Week Ended Oct. 10, 1987	Week Ended Oct. 11, 1986	Week Ended Oct. 3, 1987	Sept. Total	Jan. 1 to Oct. 10, 1987	Jan. 1 to Oct. 11, 1986
AMERICAN MOTORS	0	0	0	0	15,994	40,862
Renault Total	0	0	0	0	15,994	40,862
Alliance	0	0	0	0	15,994	37,515
Encore	0	0	0	0	0	3,347
CHRYSLER MOTORS	23,200	25,214	25,665	97,708	835,120	1,022,870
Plymouth Total	6,900	9,309	7,324	27,366	246,183	320,813
Horizon	800	3,397	833	1,680	35,610	133,530
Sundance	1,600	1,235	1,691	7,013	71,412	15,310
Reliant	3,700	3,174	3,800	15,083	97,454	122,274
Caravelle	500	1,028	720	2,624	36,372	34,836
Gran Fury	300	475	280	966	5,335	14,863
Chrysler Total	7,100	6,384	8,630	33,140	283,974	308,916
Laser	0	0	0	0	0	26,978
LeBaron K	900	1,095	915	4,090	53,610	70,146
LeBaron J	2,700	0	2,801	10,308	90,854	0
LeBaron GTS	600	1,126	819	3,427	30,986	52,603
N. Yorker E-Class	0	1,311	0	2,475	57,102	57,489
N. Yorker C-Class	0	0	1,054	2,389	3,089	0
Fifth Avenue	2,900	2,852	3,041	10,451	48,333	101,700
Dodge Total	9,200	9,521	9,711	37,202	304,963	393,141
Daytona	1,900	0	1,903	8,171	48,368	30,343
Omni	700	2,933	644	1,525	30,732	127,519
Shadow	1,700	1,368	1,843	7,795	74,080	14,244
Aries	3,300	2,864	3,362	12,706	89,253	94,886
Dodge 600	600	867	647	2,319	32,435	52,962
Dynasty	0	0	267	475	652	0
Lancer	500	843	478	2,065	19,382	40,213
Diplomat	500	646	567	2,146	10,051	32,974
FORD MOTOR	37,300	30,609	34,529	145,989	1,405,541	1,359,917
Ford Division	27,977	20,415	25,980	108,869	1,004,293	934,167
Escort	9,390	6,681	9,044	38,277	295,562	291,166
Mustang	4,600	0	4,607	20,693	166,280	145,597
Tempo	3,064	4,120	1,319	2,413	104,630	152,396
Taurus	6,712	9,254	7,016	34,647	315,996	240,010
Thunderbird	4,211	360	3,994	12,839	121,825	104,998
L-M Division	9,323	10,194	8,549	37,120	401,248	425,750
Mercury Total	5,171	5,485	4,457	19,887	260,172	288,295
Lynx	0	872	0	0	21,352	48,542
Capri	0	0	0	0	0	12,344
Topaz	866	1,310	450	820	34,372	45,040
Cougar	2,769	0	2,861	12,254	108,061	86,951
Sable	1,534	3,303	1,146	6,813	96,152	95,418
Lincoln Total	4,152	4,709	4,092	17,233	141,076	137,455
Continental	0	472	0	0	9,610	15,376
Lincoln	3,460	3,533	3,410	14,367	109,660	103,098
Mark VII	692	704	682	2,866	21,806	19,281
GENERAL MOTORS	76,121	86,556	68,744	276,399	2,685,630	3,237,559
Buick Total	12,250	16,033	12,018	51,111	439,792	604,490
Skyhawk	1,069	1,846	1,225	4,538	25,666	65,877
Century	1,710	3,711	1,087	7,795	124,337	178,277
Regal (rwd)	700	0	635	2,636	34,524	46,703
Somerset/Skylark	1,945	2,266	1,909	6,795	49,879	86,135
LeSabre (rwd)	4,220	5,002	4,721	19,721	117,800	123,018
LeSabre (fwd)	276	336	206	437	6,916	11,925
Electra (fwd)	1,334	2,624	1,916	8,064	70,677	72,678
Riviera	406	248	319	1,125	9,993	19,877
Cadillac Total	7,160	5,465	6,197	24,873	205,021	248,530
Cimarron	345	377	321	1,019	9,240	19,327
Allante	150	0	92	551	3,870	0
Brougham (rwd)	1,600	972	1,846	6,955	56,648	63,492
DeVille (fwd)	3,600	3,671	2,925	12,877	105,706	129,626
Eldorado	686	240	544	1,895	13,407	18,805
Seville	579	205	469	1,576	15,150	17,230
Chevrolet Total	30,754	31,290	27,935	105,524	1,049,689	1,013,604
Chevette	0	2,544	0	0	0	79,161
Camaro	2,550	3,219	2,244	9,600	95,552	140,878
Cavalier	8,127	9,068	6,402	20,353	237,886	315,769
Celebrity	5,111	8,534	4,865	18,777	234,819	191,183
Corsica/Beretta	8,040	591	8,261	34,938	258,989	1,633
Monte Carlo	1,719	1,094	1,725	7,157	56,740	90,454
Chevrolet	4,567	5,603	3,790	12,504	144,027	172,288
Corvette	640	637	648	2,195	21,676	22,238
Oldsmobile Total	12,212	14,619	10,742	46,110	478,831	762,901
Firerizer	491	947	312	1,301	10,393	30,102
Calais	2,855	2,610	2,241	11,125	89,182	91,995
Cutlass Ciera	442	4,008	323	479	101,817	190,378
Cutlass Supreme	1,601	1,096	1,660	7,059	59,878	93,925
88 (fwd)	3,796	2,162	4,007	17,082	139,852	238,562
88 (rwd)	728	341	111	140	10,930	14,875
Olds 98	2,330	3,291	1,725	7,649	51,274	88,804
Toronado	469	164	363	1,275	11,937	14,260
Pontiac Total	13,735	19,149	11,852	48,781	512,297	608,034
Acadian	0	363	0	0	0	12,476
Fiero	1,114	1,895	872	2,031	23,854	52,830
1000	0	822	0	0	0	14,166
Firebird	1,570	2,117	1,284	5,657	62,338	84,868
2000 Sunbird	2,151	2,465	1,429	4,872	67,201	108,323
Grand Am	4,800	6,825	5,037	20,116	192,431	175,479
Bonneville	970	2,763	0	3,743	57,646	104,750
Bonneville	3,000	1,761	3,091	11,782	101,141	8,430
Safari/Parisienne	130	338	139	580	7,686	46,712
HONDA	6,375	6,097	6,057	25,320	250,012	166,234
Civic	530	1,224	415	625	71,734	4,712
Accord	5,845	4,873	5,642	24,695	178,278	161,522
MAZDA	163	0	136	493	656	0
NISSAN	1,210	2,634	2,296	10,845	99,979	33,504
NISSAN	3,400	3,000	3,522	14,214	151,974	152,688
Corolla	900	110	960	3,793	32,929	110
Nova	2,500	2,890	2,562	10,421	119,045	152,578
VOLKSWAGEN	1,200	1,823	1,267	1,216	46,456	64,545
Golf/GT*	500	1,823	567	806	36,113	64,645
Jetta**	700	0	700	410	10,343	0
Total Cars, U.S.	148,969	155,933	142,216	572,184	5,491,362	6,078,279
Total Cars, Canada	20,266	23,830	16,321	65,316	587,887	806,421
U.S., Canada Cars	169,235	179,763	158,537	637,500	6,079,249	6,884,700
U.S., Canada Trucks	96,888	81,907	95,868	393,203	3,598,616	3,429,553
U.S., Canada Cars and Trucks	266,123	261,670	254,405	1,030,703	9,677,865	10,314,253

*—All figures are built for use in Canada. **—Estimated.
Monthly estimates may contain error of one or two units due to rounding.

Quarter's output lowest since '82

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

Domestic auto production in the third quarter dropped to a five-year low.

The total of 1,339,881 cars for the three-month span was the lowest since the 1,215,347 built in the same period of 1982.

The quarter's output was 18.01 percent below last year's third quarter total of 1,634,205.

September's output of 572,184 was 38.64 percent more than the August total of 412,717 but 10.70 percent below the year-ago month's 640,760.

Last week's scheduled production of 148,969 was 4.75 percent more than the previous week's 142,216 but was down 4.47 percent from the year-ago week's 155,933.

So far this year, 5,491,362 cars have been assembled, a decrease of 9.66 percent from the 6,078,279 completed last year at this point.

Last week's targeted output was shared as follows: General Motors, 51.10 percent; Ford Motor Co., 25.04

percent; Chrysler Motors, 15.57 percent; Honda of America Manufacturing Inc., 4.28 percent; New United Motor Manufacturing Inc., 2.28 percent; Nissan Motor Manufacturing Co. U.S.A., 0.81 percent; Volkswagen of America, 0.81 percent; and Mazda Motor Manufacturing (U.S.A.) Corp., 0.11 percent.

About 1,600 workers at Volkswagen's Westmoreland, Pa., plant were temporarily laid off Oct. 2 because of a shortage of engine parts. The shortage lasted three days and production of the Golf/GT and Jetta was resumed last Wednesday.

Chrysler's Belvidere, Ill., plant was idle last week because of a shortage of parts for its new Dodge Dynasty and Chrysler New Yorker models. The plant was slated to resume output today.

Ford scheduled daily overtime this week at all its plants except Edison, N.J.

Chrysler's Kenosha, Wis., and St. Louis (No. 2) plants were slated for overtime last Saturday. Those plants are scheduled for daily overtime this week.

Truck production zooms to 27-year high

Despite the drop in the third quarter auto production, U.S. truckmakers reported their highest output for that period in 27 years.

Third-quarter truck production of 903,660 was the best for that period since the 949,586 built in the third quarter of 1960.

The third-quarter total was 4.22 percent more than the 867,031 built in the comparable three months of 1986.

September's truck production of 328,658 was 9.87 percent above the August total of 299,145 and 1.41 percent more than the year-ago month's 324,086.

Truckmakers scheduled production of 78,895 units

last week, 1.77 percent more than the previous week's 77,526 and 11.62 percent more than the year-ago week's 70,680.

Year-to-date, 2,968,927 trucks have been built, 6.52 percent more than the 2,787,164 assembled last year at this time.

General Motors slated overtime last Saturday at its Flint, Mich., plant.

Ford's Wayne, Mich., and Lorain, Ohio, plants were scheduled for overtime last Saturday.

Ford Motor Co. scheduled daily overtime this week at all its truck plants.

Car output dips, trucks rise in Canada

Canadian car production for the third quarter was the lowest for that period in six years.

Third-quarter output was 128,910. It hasn't been that low since 1981 when 101,167 cars were built.

Production in the third quarter was 32.54 percent below the year-ago period's 191,081.

Car output for September totaled 65,316, more than double the August figure of 27,411 when several plants were idle for model changeover. But September's build fell 21.97 percent from the year-ago month's 83,710.

Last week's targeted car output of 20,266 was 24.17 percent more than the previous week's 16,321 but

14.96 percent below the year-ago week's 23,830.

So far this year, 587,887 cars have been built, 27.10 percent below the year-ago's 806,421.

Third quarter truck output totaled 164,673, 2.45 percent more than the last year's 160,735.

Output of 64,545 trucks in September rose 10.85 percent from August's 58,229 and was up 5.92 percent from the year-ago month's 60,940.

Scheduled production of 17,993 trucks last week was 1.90 percent below the previous week's 18,342 but 60.27 percent more than the year-ago's 11,227.

Year-to-date, 629,689 units have been built, 1.98 percent below the year-ago's 642,389.

CANADIAN CAR	Week Ended Oct. 10, 1987	Week Ended Oct. 11, 1986	Week Ended Oct. 3, 1987	Sept. Total	Jan. 1 to Oct. 10, 1987	Jan. 1 to Oct. 11, 1986
CHRYSLER	80	102	114	462	4,260	3,210
FORD MOTOR	8,264	10,248	5,436	22,133	334,489	406,779
GENERAL MOTORS ..	11,297	13,255	10,131	40,181	230,182	388,722
HONDA	400	0	415	1,550	10,991	
VOLVO	225	225	225	990	7,965	7,710
Total Cars, Canada	20,266	23,830	16,321	65,316	587,887	806,421

U.S. TRUCK ☆	Week Ended Oct. 10, 1987	Week Ended Oct. 11, 1986	Week Ended Oct. 3, 1987	Sept. Total	Jan. 1 to Oct. 10, 1987	Jan. 1 to Oct. 11, 1986
CHEVROLET	16,035	22,856	16,275	80,558	902,145	927,978
DODGE	9,000	4,746	9,063	35,689	225,089	94,041
FORD	34,248	25,306	32,736	132,969	1,139,374	1,101,333
GMC	8,492	7,757	8,472	32,024	298,583	281,407
NAVISTAR	1,640	1,617	1,585	6,447	57,119	55,877
JEEP	4,600	4,416	4,611	19,353	173,882	145,353
NISSAN	2,130	1,632	2,034	8,968	67,675	89,319
AM GENERAL*	450	50	450	2,070	12,600	1,974
MISCELLANEOUS* ..	2,300	2,300	2,300	10,580	92,160	89,792
Total Trucks, U.S.	78,895	70,680	77,526	328,658	2,968,927	2,787,164

CANADIAN TRUCK	Week Ended Oct. 10, 1987	Week Ended Oct. 11, 1986	Week Ended Oct. 3, 1987	Sept. Total	Jan. 1 to Oct. 10, 1987	Jan. 1 to Oct. 11, 1986
JEEP	600	576	817	3,592	26,991	21,970
CHRYSLER	7,010	7,153	8,029	24,374	303,674	310,137
FORD	3,648	3,297	3,384	13,002	115,032	125,835
GENERAL MOTORS ..	6,510	0	5,905	22,827	176,525	177,127
NAVISTAR	225	201	207	950	7,467	7,320
Total Trks., Canada	17,993	11,227	18,342	64,545	629,689	642,389

U.S., Canada Trks.	96,888	81,907	95,868	393,203	3,598,616	3,429,553
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—Includes window-in production * —Estimated
Jap. includes commercial only. All Car and includes government-designated vehicles.
Miscellaneous includes estimates for Mack, Volkswagen, Kenworth, Pacerbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.